China Maritime Operations & Safety Reverse Trade Mission U.S. Trade and Development Agency

Lida FittsEast Asia Country Manager

November 5, 2012

Mission Statement

USTDA helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies

USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries





National Export Initiative

Increase U.S. exports to \$3.14 trillion by 2015

Response to the National Export Initiative:

- Launched the International Business Partnership Program
- Increased Trade Advocacy



President Obama Announces Export
Promotion Cabinet as part of the National
Export Initiative

USTDA Program Activities

Matching U.S. Commercial Interests with Development Opportunities

International Business Partnership Program

- Reverse TradeMissions
- Conferences
- Workshops

Project Development Program

- Feasibility Studies
- Pilot Projects
- Technical Assistance

International Business Partnership Program

Reverse Trade Missions:

USTDA brings foreign project sponsors to the United States pending upcoming procurements to observe the design, manufacture, and operation of U.S. products and services.



International Business Partnership Program

Conferences/Workshops:

USTDA organizes these sector or region-specific events to connect U.S. firms with foreign buyers. They are designed to highlight upcoming projects overseas, as well as showcase U.S. goods and services.

In China, we host a workshop almost every other week.



Project Development Program

Feasibility Studies:

USTDA-funded and U.S.-led feasibility studies link foreign project sponsors with U.S. businesses at the critical early stage of project development. Analysis includes:

- Technical
- Financial
- Legal
- Environmental
- Lifecycle costing



Project Development Program

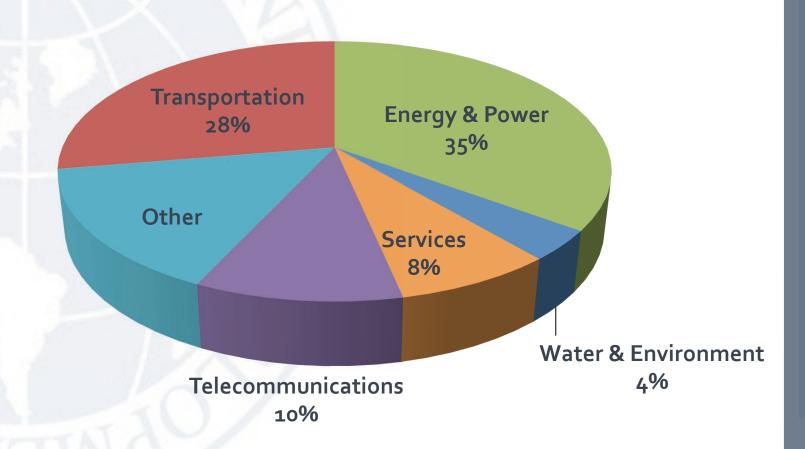
Pilot Projects:

USTDA-funded pilot projects demonstrate the effectiveness of commercially proven U.S. technologies and equipment in the foreign buyer's setting.



USTDA By Sector

(As a Percentage of USTDA's FY 2011 Program Budget)



Sample Transportation Projects

- U.S. China Aviation Quality Cooperation Program
- Transportation Safety & Disaster Rescue Coordination Reverse Trade Mission
- Public Infrastructure Emergency Management System
- Chongqing Intelligent Transportation System
- Han River Non-Point Source Monitoring System and Improvement
- Railway Intermodal Container Transport Development

USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- Developmental priority in the host country
- Likelihood of success receiving implementation financing
- Mutual benefits for the United States and partner country, including commercial opportunities for U.S. firms

Contacts

The following contacts would be useful to companies pursuing the China maritime market:

- Lida Fitts, USTDA (DC), lfitts@ustda.gov, 703-875-4357
- Xiaolei Wan, USTDA Coordinator in Beijing, 8610-8531-4534 <u>xiaolei.wan@trade.gov</u>
- Eric Hsu, Commercial Service (Beijing), 86-10-8531-3589, eric.hsu@trade.gov
- Tom Thompson, Maritime Administration, DC, 202-366-6045, tom.thompson@dot.gov
- Greg Brown, DOT, Int. Office, 202-564-4947, gregory.brown@dot.gov

Getting Involved



RADM Sam De Bow (ret.)

President, I.M. Systems Group, Inc.

November 5, 2012

 Overview of the Chinese Economy

China's Maritime Industry

 China Maritime Operations and Safety RTM

 Overview of the Chinese Economy

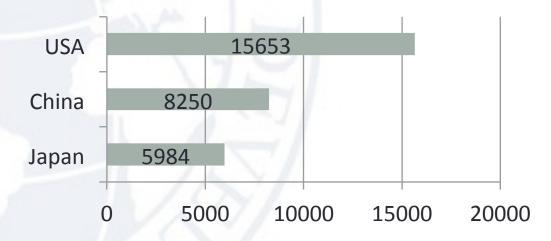
China's Maritime Industry

 China Maritime Operations and Safety RTM

Overview of the Chinese Economy

Second Largest Economy in the World

2012 GDP (est.) in Billion USD



Source: International Monetary Fund World Outlook Database, October 2012

Overview of the Chinese Economy

Second Largest Importer in the World

Imports:

- Electrical & other machinery
- Oil and mineral fuels
- Optical & medical equipment
- Metal ores
- Plastics
- Organic chemicals



Source: CIA World Factbook

Overview of the Chinese
 Economy

China's Maritime Industry

 China Maritime Operations and Safety RTM

China's Maritime Industry

A center of maritime activity with over:

- 3 million sq. km. of water territory
- 32,000 kilometers of coastline
- 210,000 cargo ships 3rd largest fleet in world
- 1,400 harbors
- 82,000 Vessel calls in 2010

"Shanghai is the world's busiest Port"





Photo: marineinsight.com

China's Maritime Industry

A Growing Maritime Economy:

10% of GDP; Employs > 32M people

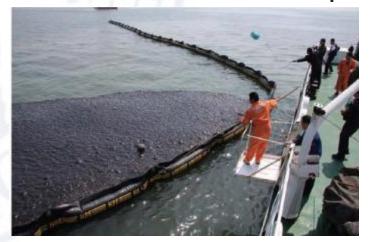
90% of international trade; 8 ports are included among the 30 top container harbors in the world

Approval of 3 new marine economic zones (Zhejiang, Shandong & Guangdong)

China's Maritime Industry

China's 12th Five-Year Plan

- Maritime infrastructure modernization
 - Communications, management, emergency response, environmental protection
- Over \$450 billion for environmental protection
 - Environmental incident and oil spill response



Overview of the Chinese
 Economy

China's Maritime Industry

 China Maritime Operations and Safety RTM

- •Washington, DC (Nov 5 11)
 - ➤ Nov 8: Business Briefing (Linthicum, MD)
- New Orleans, LA (Nov 12-15)
 - ➤ Nov 13-15: Clean Gulf Conference
- Los Angeles, CA (Nov 16-17)
 - ➤ Nov 16: Industry Day (LA Maritime Museum)

The Delegation

- Mr. Wang Jinfu Director General, Dept. of Safety Supervision, MOT
- Mr. Sun Xiaoqiu Director General, Beihai Rescue Bureau, MOT
- Mr. Yu Haiyuan Vice Consultant, Search and Rescue Center, MOT
- Mr. Li Guanghui Director, Maritime Safety Administration, MOT
- Mr. Tang Wenming Principal Staff, Dept. of Transport, Anhui Province MOT
- Ms. Liu Xiuhua Director, Rescue and Salvage Bureau, Ministry of Transport
- Mr. Yang Yunchao Principal Staff, Dept. of Safety Supervision, Ministry of Transport
- Mr. Ding Nong Vice Manager, General China Shipping Company (Group) Ltd.
- Mr. Cui Jiaguo Deputy Manager, Sinotrans-CSC Holdings Co. Ltd.
- Mr. Hu Guodan Vice President, CCCC Water Transportation Consultants Co. Ltd.
- Mr. Zhou Hua Vice President, Ningbo Port (Group) Co. Ltd.
- Mr. Cheng Xinnong Vice President, Qingdao Port (Group) Co. Ltd.
- Mr. Zhou Changgen Deputy General, Manager COSCS Bulk Shipping (Group) Co. Ltd.

Plans and Projects: Maritime Safety Administration

- Improve the arrangement of VHF safety communication system in nationwide coastal water areas and inland river areas.
- Optimize and adjust the arrangement of the current medium-high frequency coastal broadcasting stations.
- Accelerate the construction of the maritime emergency decision support systems. Improve the capability of monitoring oil spilling in sea areas.
- Establish national and regional monitoring & surveillance centers
- Improve the arrangement of the current VTS systems.

Plans and Projects: Rescue and Salvage Agency

- Supervision and Rescue Flight Equipment and Facility
- Rescue and Salvage Equipment
- Construction of Bases and Sites

Plans and Projects: Port Enterprise

- To reinforce the construction of security facilities in key port enterprises.
- To improve the large-sized mechanical wind and typhoon resistance facilities.
- To strengthen the construction of safety inspection facilities in key passenger-wharfs.
- To improve the research and applications of port facilities and vessel security techniques.
- Firefighting and emergency facilities and equipment of port Chemical storage tank, such as fire ships and fire rescue vehicles.
- To purchase oil spill emergency recovery vessels and perfect emergency materials reserve warehouses.

Plans and Projects: Shipping Companies

Information Technology

- To achieve information application of crew information management,
 sea-business management and machinery management.
- To establish and perfect safety management information platform.

Equipment and Facilities

 Development of emergency rescue devices and faculties: dual purpose ships for fire and drag, emergency rescue boats, self discharging boats, rescue airbags, anchors and heaving piles, diving vehicle-mounted systems, diving life support systems, saturation diving systems, oil pumping machine sand oil containment booms, emergency command vehicles, emergency platform terminal and measurement devices on oxygen, explosion and poison.

Q&A

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